



DEVELOP LOUISVILLE
LOUISVILLE FORWARD
LOUISVILLE, KENTUCKY

GREG FISCHER
MAYOR

JEFF O'BRIEN
DIRECTOR
Direct Line: 502.574.1354
Jeff.O'Brien@louisvilleky.gov

MEMO

Date: December 10, 2020

To: Kim Henry, Buyer III, Purchasing

From: Jeff O'Brien, Director Develop Louisville

DocuSigned by:
Jeff O'Brien
977642310A5A441...

RE: Community Land Trust Request for Proposals

The Community Land Trust (CLT) Selection Committee has concluded its evaluation and now provides the following overview and recommendation:

Committee RFP Review Process

The Selection Committee was comprised of four members from Develop Louisville. The Selection Committee conducted the following due diligence:

- Reviewed the proposal based on the RFPs scoring criteria
- Requested supplemental information from the respondent regarding the budget
- Reviewed supplemental budget information
- Formulated questions for the respondent team interview
- Interviewed all members of the respondent team

Scoring

With a total score of 84/100, the Selection Committee determined the REBOUND proposal to be sufficiently responsive to the RFP. REBOUND's proposal was also the only proposal submitted in response to the RFP.

The Proposal

The respondent team consisted of REBOUND as lead developer along with Bates Community Development Corporation (CDC), River City Housing, and the Center for Neighborhoods (CFN) as partners. According to the Proposal, REBOUND will function as lead developer with a focus on the Russell neighborhood, Bates CDC will partner with River City Housing to develop CLT homes in the Smoketown neighborhood, and CFN will provide ongoing, wraparound community engagement support. The joint Russell-Smoketown proposal represents a collaborative and holistic approach to the creation of Louisville's first CLT by focusing on the development of permanent affordable housing in addition to robust community engagement, organizational capacity building, and resident-driven neighborhood stabilization.

The Proposal states that year 1 will focus on targeted community engagement, the creation of a separate CLT entity and governance structures, and capacity-building (\$440,000). Years 2-3 will focus on the creation of a strategic plan for the CLT, property acquisition, and portfolio development (\$1M). Finally, years 4-5 will focus on the development of at least 10 or more units of affordable housing and community facilities for the new CLT (\$1M).

It is the opinion of the Selection Committee that the respondent team's year-to-year goals may need to be revised in light of the emergency nature of the funding source, which is intended to respond to, prevent, or prepare for the COVID-19. Community needs may require the respondent team to assist families and individuals with housing and service needs as the CLT develops. The Selection Committee and the respondent team agreed that steps should be taken at each stage to secure other sources of funding to ensure the CLT's continued operating success and portfolio expansion.

Overall, the Selection Committee found the respondent team interview to be helpful, with each partner providing detailed responses to questions regarding partnerships, community engagement, governance, budget, capacity, service area, sustainability, affordability, and technical assistance.

Based on the above score and due diligence, the Selection Committee recommends the REBOUND proposal for further negotiation.

Next Steps

Upon approval by the Director, Develop Louisville will provide a conditional funding letter to all parties outlining Metro Government's intent to enter into formal negotiations for the \$2.1M in CDBG funding. A work program and budget will be used to outline the operating/administrative and development terms, respectively.